

#### Fresh Apples:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during April 2000. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, April 2000.

#### Market Share-April:

Each carrier's current market share is based on the number of containers shipped during April 2000. Source: PIERS, April 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for July 15, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### Container Rate:

Container rates for Fresh Apples are quoted on full, 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 30.1 \ 173.6

Month Year: 30.1 \ 17	3.0				Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate	
Hyundai	35%	50%	25 Days	\$3,550 <sup>1</sup>									\$3,550	
APL	23%	5%	23 Days											
OOCL	19%	23%	22 Days	\$2,800 <sup>1</sup>									\$2,800	
Maersk-SeaLand	13%	6%	25 Days <sup>3</sup>	\$2,500 <sup>1</sup>	\$220 <sup>1</sup>								\$2,720	
NYK Line	10%	14%	23 Days	\$2,610 <sup>1</sup>	\$220 <sup>1</sup>								\$2,830	

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 52.0 \ 553.4

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	56%	42%	16 Days	\$2,460 <sup>1</sup>									\$2,460
Hyundai	12%	19%	14 Days	\$3,100 <sup>1</sup>									\$3,100
Hanjin	12%	3%	18 Days	\$3,060 <sup>1</sup>	\$220 <sup>1</sup>								\$3,280
APL	8%	5%	13 Days	\$3,260 <sup>1</sup>	\$220 <sup>1</sup>								\$3,480
P&O Nedlloyd	8%	3%	18 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>								\$3,120
NYK Line	2%	9%	19 Days	\$2,450 <sup>1</sup>	\$220 <sup>1</sup>								\$2,670
OOCL	2%	9%	18 Days	\$2,500 <sup>1</sup>									\$2,500
Mitsui OSK	2%	5%	14 Days <sup>3</sup>	\$2,500 <sup>1</sup>									\$2,500
Maersk-SeaLand	0%	3%	16 Days <sup>3</sup>	\$2,500 <sup>1</sup>	\$220 <sup>1</sup>								\$2,720

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 135.5 \ 246.1

Month\Year: 135.5 \ 24		Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	56%	42%	26 Days <sup>3</sup>	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>								\$3,020
APL	23%	20%	26 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>								\$3,720
Maersk-SeaLand	22%	22%		\$2,800 <sup>1</sup>	\$220 <sup>1</sup>								\$3,020
Hyundai	20%	15%	27 Days	\$3,550 <sup>1</sup>									\$3,550
Mitsui OSK	9%	12%	26 Days <sup>3</sup>	\$2,800 <sup>1</sup>									\$2,800
OOCL	6%	11%	33 Days	\$2,8001									\$2,800
Hanjin	1%	4%	27 Days	\$3,850 <sup>1</sup>	\$220 <sup>1</sup>								\$4,070
NYK Line	1%	0%		\$2,850 <sup>1</sup>	\$220 <sup>1</sup>								\$3,070

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 192.4 \ 1,455.2

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	19%	15%	20 Days	\$3,260 <sup>1</sup>	\$220¹		6%						\$3,676
OOCL	19%	9%	16 Days	\$2,500 <sup>1</sup>									\$2,500
Mitsui OSK	7%	8%	16 Days <sup>3</sup>	\$2,500 <sup>1</sup>									\$2,500
Hanjin	6%	4%	20 Days	\$3,006 <sup>1</sup>	\$220 <sup>1</sup>		6%						\$3,406
Cho Yang	4%	5%	16 Days	\$1,700 <sup>1</sup>									\$1,700
NYK Line	3%	5%	18 Days	\$2,450 <sup>1</sup>	\$220 <sup>1</sup>		6%						\$2,817
Maersk-SeaLand	2%	6%	15 Days <sup>3</sup>										
K Line	1%	3%	19 Days	\$2,6001			6%						\$2,756
Yang Ming	1%	1%	24 Days	\$2,550 <sup>1</sup>	\$220 <sup>1</sup>								\$2,770
Hapag-Lloyd	1%	1%	18 Days										
Hyundai	0%	11%	17 Days	\$3,100 <sup>1</sup>									\$3,100
Evergreen	0%	8%	13 Days <sup>3</sup>	\$2,500 <sup>1</sup>	\$220 <sup>1</sup>								\$2,720

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 39.5 \ 96.8

•	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	44%	47%	20 Days	\$2,800 <sup>1</sup>									\$2,800
APL	30%	22%	20 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>								\$3,720
Mitsui OSK	18%	20%	24 Days <sup>3</sup>	\$2,8001									\$2,800
Evergreen	8%	7%	10 Days <sup>3</sup>	\$2,8001	\$220 <sup>1</sup>								\$3,020

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 1.0 \ 84.3

Month\Year: 1.0\84.3	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
P&O Nedlloyd	100%	12%	29 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320
Maersk-SeaLand	0%	39%	24 Days <sup>3</sup>	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>								\$3,020
APL	0%	20%	23 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>								\$3,720
Hanjin	0%	14%	19 Days	\$3,850 <sup>1</sup>	\$220 <sup>1</sup>								\$4,070
Mitsui OSK	0%	5%	23 Days <sup>3</sup>	\$2,800 <sup>1</sup>									\$2,800

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: April 2000

Month\Year: 7.1 \ 53.1

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk-SeaLand	42%	19%	21 Days³	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,244
OOCL	16%	2%	24 Days	\$2,800 <sup>1</sup>									\$2,800
Cho Yang	14%	15%	21 Days	\$2.93	\$1		8%	\$34				840 pkgs	. \$3,095
NYK Line	14%	6%	25 Days	\$2,575 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,001
Hapag-Lloyd	14%	2%	25 Days										
Hanjin	0%	15%	22 Days	\$3,510 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$4,011
Hyundai	0%	11%	21 Days	\$3,550 <sup>1</sup>									\$3,550
APL	0%	11%	20 Days										
Mitsui OSK	0%	11%	21 Days <sup>3</sup>	\$2,800 <sup>1</sup>									\$2,800
Evergreen	0%	8%	21 Days <sup>3</sup>	\$2,8001	\$220 <sup>1</sup>				<u> </u>		·		\$3,020

<sup>1</sup> Rate is per container

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.